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Message Text

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PAGE 01 STATE 242209
ORIGIN NEA-10

INFO OCT-01 ISO-00 XMB-04 EB-08 TRSE-00 CIAE-00 INR-07
NSAE-00 OPIC-06 FRB-01 /037 R

XMB

DRAFTED BY XMB
APPROVED BY NEA/IRN:MGREENE
XMB: JOSEPH R. WILLIAMS
EB/IFD/ODF:TPARKER
NEA/IRN:RWBEALES
----------014204 080906Z /20
P 072218Z OCT 77
FM SECSTATE WASHDC
TO AMEMBASSY TEHRAN PRIORITY

UNCLAS STATE 242209

E.O. 11652: N/A

TAGS: BPRO

SUBJECT: EXIM: PROSPECTIVE CLIENT INQUIRY-TABCHEM
PRODUCTS, INC.

REF. TEHRAN 8512 DATED 9-27-77

1. ANTICIPATED U.S. PURCHASES VALUED AT U.S. DOLS. 500,000
OF RAW MATERIALS AND MACHINERY BY TABCHEM PRODUCTS, INC.,
TEHRAN, WOULD BEST BE SUPPORTED BY EXIMBANK UNDER ITS
SUPPLIER CREDIT PROGRAMS.
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2. UNDER INSURANCE AND COMMERCIAL BANK GUARANTEE PRO-
GRAMS, U.S. SUPPLIERS ARE INSURED/GUARANTEED AGAINST
POLITICAL AND COMMERCIAL RISKS ON EXPORT RECEIVABLES. NO
FUNDS ARE DIRECTLY DISBURSED BY EXIMBANK, BUT OUR
INSURANCE OR GUARANTEE COULD FACILITATE PRIVATE
FINANCING BY U.S. COMMERCIAL BANKS.

3. COVERAGE ON RAW MATERIALS WOULD BE CONSIDERED ON A

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SHORT-TERM BASIS, I.E., ON REPAYMENT TERMS UP TO 180 DAYS. RAW MATERIALS MAY ONLY BE INSURED THROUGH FOREIGN CREDIT INSURANCE ASSOCIATION (FCIA), ONE WORLD TRADE CENTER, 9TH FLOOR, NEW YORK, NEW YORK 10048. U.S. SUPPLIER SHOULD MAKE APPLICATION DIRECTLY TO FCIA. SHORT TERM INSURANCE REQUIRES THAT THE U.S. EXPORTER INSURE ALL HIS EXPORT RECEIVABLES, NOT SIMPLY TRANSACTIONS SUBMITTED ON A CASE-BY CASE BASIS.

4. COVERAGE ON MACHINERY WOULD BE GRANTED ON A MEDIUM-TERM BASIS, I.E., ON REPAYMENT TERMS UP TO 5 YEARS AND MAY BE ISSUED ON A CASE-BY-CASE BASIS. U.S. SUPPLIERS MAY MAKE APPLICATION FOR INSURANCE COVERAGE TO FCIA OR U.S. SUPPLIER MAY REQUEST ITS U.S. COMMERCIAL BANK TO OBTAIN A MEDIUM-TERM GUARANTEE FROM EXIMBANK. IN LATTER INSTANCE, U.S. COMMERCIAL BANK MAKES APPLICATION DIRECTLY TO EXIMBANK ON BEHALF OF U.S. SUPPLIER.

5. APPLICATIONS MADE UNDER BOTH THE INSURANCE AND GUARANTEE PROGRAMS SHOULD INCLUDE TERMS OF PROPOSED SALES AND CURRENT BACKGROUND, CREDIT AND FINANCIAL INFORMATION ON TABCHEM PRODUCTS, INC. A THIRD PARTY GUARANTOR (PRINCIPALS OR FINANCIAL INSTITUTION) IS USUALLY REQUIRED ON TRANSACTIONS IN WHICH THE OBLIGOR CONSTITUTES A
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RECENTLY ESTABLISHED COMPANY. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
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Disposition Case Number: n/a
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Errors: N/A
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Original Handling Restrictions: n/a
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Page Count: 2
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Previous Handling Restrictions: n/a
Reference: 77 TEHRAN 8512
Retention: 0
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Review Withdrawn Fields: n/a
SAS ID: 988531
Secure: OPEN
Status: NATIVE
Subject: EXIM: PROSPECTIVE CLIENT INQUIRY-TABCHEM PRODUCTS, INC.
TAGS: BPRO
To: TEHRAN
Type: TE
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Review Markings:
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